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# WISCONSIN

## FEDERAL MILK ORDER BULLETIN



for the  
 Milwaukee, Northeastern  
 and Madison Marketing Areas  
 C. T. McCleery - Market Administrator

U. S. DEPT. OF AGRICULTURE  
 NATIONAL AGRICULTURAL  
 MAR 16 1966  
 CURRENT SERIAL RECORDS

THE CAPITOL AT MADISON

FEBRUARY 1966

### Government Dairy Product Purchases Below 1964 Figure

Government purchases of dairy products under price supports and export programs in 1965 were considerably smaller than in 1964, according to the agriculture department.

It said dairy products equivalent to 5.7 billion pounds of milk were removed from the market by government purchase last year. This compared to 7.7 billion pounds in 1964. The 1965 purchases represented 4.9 percent of total marketings while government purchases in 1964 equalled 6.3 percent of total marketings.

The department said the decrease reflected lower milk production the last half of 1965 and some improvement in total consumption of milk and its products. The agency said school lunch, welfare, and other uses kept govern-

ment stocks of dairy products down to manageable levels.

Combined price support purchases and payment-in-kind butter exports totaled 276.3 million pounds in 1965 compared with 331.7 million pounds in 1964. Sales of government butter for domestic unrestricted use of 35.3 million pounds in 1965 and 36 million pounds in 1964 resulted in net totals removed from the market of 241 million pounds in 1965 and 295.7 million pounds in 1964.

The government bought 1.1 billion pounds of non-fat dry milk in 1965 and 1.1 billion pounds in 1964. Government purchases of cheese in 1965 totaled 48.9 million pounds compared with 19.2 million pounds in 1965.

The department said cost of the dairy program in 1965 was \$328.9 million compared with \$359.4 million in 1964.

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— DATA IN BRIEF - FOR THE MAN IN A HURRY —

	Milwaukee Order No. 39		Northeastern Wis. Order No. 45		Madison Order No. 51	
<b>JANUARY 1966</b>						
Class I Price & Differential	\$4.18	7.6¢	\$4.16	7.9¢	\$4.18	7.6¢
Class II Price & Differential	\$3.47	6.8¢	\$3.47	6.8¢	\$3.47	6.8¢
Producer Price & Differential	\$4.05	7.4¢	\$3.85	7.4¢	\$3.99	7.3¢
Pounds of Producer Milk	80,699,370		42,718,106		16,420,840	
Percentage in Class I	83.7%		57.3%		74.5%	
<b>FEBRUARY 1966</b>						
Class I Price & Differential	\$4.18	7.1¢	\$4.14	7.4¢	\$4.18	7.1¢

## SELECTED COMPARISONS OF WISCONSIN MARKETS

	Order No. 39			Order No. 45			Order No. 51		
	'66	January '65	Com- parison	'66	January '65	Com- parison	'66	January '65	Com- parison
<b>Average Daily:</b>									
Producer Milk, thous. lbs.	2603	2523	3.2%	1378	1380	-.1%	530	767	-30.90%
Other Receipts, thous. lbs.	139	126	10.3	61	60	1.7	125	113	10.62
Gross Class I, thous. lbs.	2202	2014	9.3	811	795	2.0	429	577	-25.65
Gross Class II, thous. lbs.	684	792	-15.8	694	717	-3.3	226	303	-25.41
Deliveries per Farm, lbs	1130	1109	1.9	1000	1058	-5.8	1081	1189	-9.08
Number of Farms	2303	2249	54	1378	1304	74	490	645	-15.5
Avg. Test of Producer Milk, %	3.75	3.78	-.03	3.71	3.69	.5	3.73	3.69	.04
<b>Number of Handlers:</b>									
Pool Plants	24	25	-1	58	60	-2	19	22	-3
Other Handlers	5	5	-0-	5	4	1	7	6	1
Producer Milk in Class I, %	83.7	79.3	4.4	57.3	56.2	1.1	74.5	71.3	3.2
<b>Shrinkage to Total Receipts:</b>									
Product Pounds, %	1.26	1.40		1.15	1.11		1.53	1.23	
Butterfat Pounds, %	1.42	1.34		1.20	1.17		1.27	.91	

## NEARBY FEDERAL ORDER DATA

JANUARY 1966

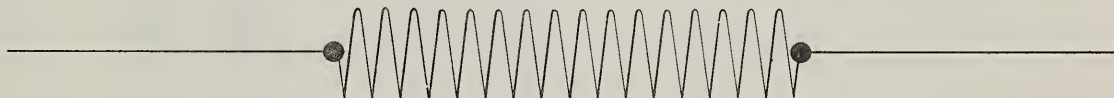
MARKET	Producer Milk	Class I Milk	Class I Price 3.5% Milk	Producer Price 3.5% Milk	Feb. 1966 Class I Price 3.5% Milk
	thous. lbs.	thous. lbs.	\$ per cwt.	\$ per cwt.	
Chicago, No. 30	447,311	215,881	4.30	3.95	4.30
Duluth - Superior, No. 69	13,142	7,421	4.22	3.65	4.22
Madison, No. 51	16,421	12,239	4.18	3.99	4.18
Michigan Upper Peninsula, No. 44	9,441	7,373	4.37	4.264	4.35
Milwaukee, No. 39	80,699	67,581	4.18	4.05	4.18
Minneapolis - St. Paul, No. 68	90,637	64,155	4.42	4.18	4.435
Northeastern Wisconsin, No. 45	42,718	24,462	4.16	3.85	4.14
Quad Cities - Dubuque, No. 63	19,575	14,272	4.40	4.14	4.40
Rock River Valley, No. 38	11,697	10,195	4.22	4.10	4.22
Southern Michigan, No. 40	318,792	203,554	4.42	3.99	4.42

Note: The producer price shown for Michigan Upper Peninsula and Milwaukee is, in each case, the weighted average of minimum pay prices for pool plants, including zone or location differentials. Announced prices for basic zones are quoted in other instances. During base pay periods weighted averages are shown for base and excess prices.

# COMPUTATION OF UNIFORM PRICES\*

JANUARY 1966

	Northeastern Wisconsin Marketing Area Federal Order No. 45			Madison Wisconsin Marketing Area Federal Order No. 51		
	Milk	Producer B'Fat      Value		Milk	Producer B'Fat      Value	
Producer Milk in Class I	24,461,792	851,431	\$1,014,099.73	12,239,494	417,437	\$497,452.66
Producer Milk in Class II	<u>18,256,314</u>	<u>731,602</u>	<u>696,483.21</u>	<u>4,181,346</u>	<u>195,733</u>	<u>178,675.11</u>
Total Milk and Value Before Adjustments	42,718,106	1,583,033	\$1,710,582.94	16,420,840	613,170	\$676,127.77
Adjustments for Value of:						
Overage Deducted from Class I & II			758.93			342.47
Beginning Inventory Reclassification			-0-			2.16
Other Source Milk Deducted from Class I at Class I Price			-0-			9,472.25
Butterfat More or Less than 3.5 Percent			-65,045.49			-29,138.10
Producer Location Differentials			- 255.00			8,068.80
Half of Producer -Equalization Fund			16,325.94			6,688.54
Other Source Milk deducted from Class I at Blend Price			-0-			-8,628.47
Aggregate Value and Average Price	\$3.8914818		<u>\$1,662,367.32</u>	\$4.037159		<u>\$662,935.42</u>
Reserve to Producer -Equalization Fund	<u>-.0414818</u>		<u>-17,720.24</u>	<u>-.047159</u>		<u>-7,743.92</u>
Uniform Price for 3.5% Milk	<u>\$3.85</u>		\$1,644,647.08	<u>\$3.99</u>		\$655,191.50



## Milwaukee Wisconsin Marketing Area Federal Order No. 39

Minimum prices per hundredweight to be paid on or before the 15th of each month to producers for 3.5% milk, f.o.b. plant. These prices are subject to a butterfat differential per point over and under 3.5% and to a deduction of 2 cents per hundredweight for marketing service for nonmembers.

Name of Handler	Minimum Pay Price	B'fat Dif'l	Name of Handler	Minimum Pay Price	B'fat Dif'l
Blochowiak Dairy Co., Milwaukee	\$4.02	7.4¢	McFarlands' Farm Dairy, Watertown	\$3.90	7.3¢
The Borden Company, Milwaukee	4.03	7.4	Milk Producers Cooperative, Inc., Kenosha	4.06	7.4
Cedarburg Dairy, Inc., Cedarburg	4.15	7.5	Mullen's Dairy, Watertown	4.15	7.5
Christiansen's Dairy, Hartford	4.10	7.5	Progressive Dairy Products Co., Racine	4.12	7.5
Fairmont Foods Company, Kewaskum	4.02	7.4	Pure Milk Association, Kansasville	4.14	7.5
Gehl Guernsey Farms, Inc., Milwaukee	3.89	7.3	Roets Home Dairy, Waupun	4.07	7.5
Golden Guernsey Dairy Coop., Milwaukee	4.04	7.4	Sealtest Foods, Milwaukee	4.06	7.4
Grueber Bros. Dairy, Baraboo	3.72	7.1	Warren Dairy, Burlington	4.15	7.5
Harmony Dairy Products, Inc., Racine	4.00	7.3	Wayside Dairy, Belgium	4.12	7.5
Hawthorn -Melody Farms Dairy, Whitewater	4.06	7.4	West Side Dairy, Inc., Hartford	4.11	7.5
Healthway Dairy, Inc., Fort Atkinson	4.12	7.5			
Home Dairy, Beaver Dam	4.13	7.5			
Keystone Farms, Waukesha	4.15	7.6			
Krueger Dairy, Grafton	4.16	7.6			
			Weighted Average of Producer Prices for Information Purposes	\$4.05	7.4¢

\* Subject to location differentials where applicable. In the case of members of approved cooperatives, these prices are subject to the deductions authorized by the associations. The prices listed do not include any premium payments which may be paid by handlers and which may bring actual payments in excess of the minimum requirements.

## UTILIZATION AND CLASS

MILWAUKEE MARKET NO. 39

ITEM	January 1966		December 1965		January 1965	
	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat
<u>CLASS I MILK</u>						
Packaged Products:						
Fluid Milk	51,298	3.5	51,687	3.5	48,470	3.5
Flavored Milk	2,172	3.5	1,932	3.5	1,850	3.5
2% Skim Milk, Solids added	6,388	2.1	6,504	2.1	4,685	2.1
2% Skim Milk	1,966	2.2	1,982	2.2	1,606	2.1
Skim Milk, Solids Added	2,202	.4	2,227	.4	2,044	.4
Skim Milk	959	.7	982	.6	965	.7
Buttermilk	543	1.1	554	1.1	579	1.0
Flavored Milk Drink	230	.5	224	.5	228	.5
Half & Half	986	12.4	894	12.4	1,065	12.5
Light Cream	20	18.3	28	18.7	41	19.0
Whipping Cream	177	33.8	300	33.9	177	33.5
Cultured Cream	269	17.1	576	16.0	285	18.8
Subtotal	67,210	3.4	67,890	3.5	61,995	3.5
Bulk Sales to Nonhandlers	771	3.7	1,124	3.7	330	3.8
Unaccounted for Milk	187	4.0	108	16.6	124	6.3
Total Utilized in Class I	68,168	3.4	69,122	3.5	62,449	3.5
Nonpool Receipts *	-587	5.0	-1,081	4.1	-433	4.5
CLASS I - PRODUCER MILK	67,581	3.4	68,041	3.5	62,016	3.5
<u>CLASS II MILK</u>						
Eggnog			906	5.4		
Bakeries et al. **	75	16.2	105	14.4	115	11.4
Cottage Cheese	3,946	1.0	3,987	.9	4,209	1.0
Cheese	2,391	3.6	2,223	3.7	4,794	3.7
Butter	352	28.9	494	16.9	1,464	10.1
Evap., Cond., & Pwd.	2,631	4.6	2,758	4.1	2,982	4.4
Ice Cream & Mixes	2,633	10.5	2,984	10.3	2,099	11.9
Livestock Feed	103		94		82	
Dumped Products	13		125		5	
Skim Equiv. Fort. Prod.	1,698		1,770		1,655	
Ending Inventory	6,477	4.1	4,438	4.1	5,992	4.0
Shrinkage	991	4.2	1,130	4.1	1,141	3.2
Total Utilized in Class II	21,310	4.5	21,014	4.3	24,538	4.2
Nonpool Receipts *	-8,192	2.7	-10,340	3.2	-8,333	2.9
CLASS II - PRODUCER MILK	13,118	5.6	10,674	5.5	16,205	4.9
TOTAL PRODUCER RECEIPTS	80,699	3.8	78,715	3.8	78,221	3.8

\* Includes receipts of other source milk, beginning inventory, and overage, all as allocated to classes, and adjustment for Class II interorder transfers shown as Class I.

\*\* Bakeries et al. includes products for candy manufacturing, aerated cream, sour cream products not labeled Grade A, and small amounts of eggnog during off-season months.

## CLASSIFICATION OF MILK

## — NORTHEASTERN MARKET NO. 45 —

## — MADISON MARKET NO. 51 —

January 1966		December 1965		January 1965		January 1966		December 1965		January 1965	
Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat	Thousand Pounds	% B'fat
19,873	3.4	19,913	3.4	19,760	3.5	7,729	3.4	7,584	3.4	10,984	3.4
1,347	3.5	1,166	3.5	1,292	3.6	599	3.8	472	3.7	794	3.7
1,290	2.1	1,309	2.1	964	2.1	1,570	2.1	1,575	2.1	2,278	2.1
248	1.8	251	1.8	219	1.8						
759	.4	854	.4	635	.4	396	.4	373	.4	720	.8
408	.6	417	.5	635	.7	51	.4	54	.2	51	.5
173	.8	186	1.0	178	.9	93	1.6	96	1.6	144	1.3
119	.8	109	.7	140	.6	10	.5	6	.6	34	.8
340	12.8	391	12.8	350	12.8	234	12.3	245	12.1	349	12.6
4	23.2	4	23.6	4	22.3	7	29.4	5	25.6	8	27.0
69	35.1	111	35.3	77	35.8	25	34.5	44	34.2	45	34.9
78	19.8	134	18.8	70	19.1	72	18.7	84	19.1	47	19.0
24,708	3.5	24,845	3.5	24,324	3.5	10,786	3.5	10,538	3.6	15,454	3.4
411	3.7	450	3.8	249	3.9	2,831	3.8	3,113	3.8	2,414	3.2
45	7.9	99	9.0	75	5.1	91	5.7	101	5.4	24	11.5
25,164	3.5	25,394	3.6	24,648	3.5	13,709	3.6	13,752	3.6	17,892	3.4
-702	3.1	-841	3.1	-616	3.0	-1,469	4.7	-1,606	4.7	-933	3.7
24,462	3.5	24,553	3.6	24,032	3.5	12,240	3.4	12,146	3.5	16,959	3.4
		225	5.4					84	4.3		
						7	21.5	8	18.0	5	29.7
2,095	1.1	1,963	1.1	1,923	1.1	1,576	1.0	789	1.0	1,285	.9
11,911	3.7	9,316	3.6	9,401	3.6	1,124	3.0	1,398	3.1	1,472	3.0
313	34.0	374	33.8	636	35.7	267	36.6	226	35.8	471	35.9
2,199	.7	2,725	.4	5,104	.2	1,209		1,367		2,683	
1,268	9.5	1,203	9.4	1,264	8.5	491	11.2	550	10.4	869	9.2
72		75		91		85		93		83	
19		17		12		29		14		6	
458		508		426		232		255		478	
2,706	4.1	2,035	4.0	2,946	3.9	1,319	4.1	997	3.9	1,690	3.9
452	3.4	377	4.8	421	3.6	267	2.2	226	2.7	351	2.0
21,493	3.9	18,818	3.8	22,224	3.8	6,606	4.0	6,007	4.0	9,393	4.0
-3,237	3.0	-3,999	3.3	-3,476	3.1	-2,425	2.8	-2,182	3.0	-2,569	3.1
18,256	4.0	14,819	4.0	18,748	3.9	4,181	4.7	3,825	4.6	6,824	4.4
42,718	3.7	39,372	3.7	42,780	3.7	16,421	3.7	15,971	3.7	23,783	3.7





# MANUFACTURING AND FEDERAL ORDER PRICES

	YEAR	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	AVG
<b>Manufacturing Prices (cents)</b>														
92 Score Butter	1964	57.97	57.97	57.97	57.97	57.97	57.97	58.00	59.51	61.32	60.47	62.27	59.24	59.05
	1965	58.00	57.99	57.99	58.97	58.97	58.97	59.00	61.03	62.22	62.89	63.27	63.45	60.23
	1966	59.33												
Cheddar Cheese - Wisconsin	1964	35.25	35.12	34.19	33.81	33.70	33.75	33.75	34.38	35.31	35.75	36.75	36.75	35.04
	1965	35.38	35.25	35.25	35.20	34.75	34.75	34.75	35.00	35.22	35.35	38.00	40.30	35.84
	1966	40.50												
Spray Dry Skim	1964	14.32	14.26	14.25	14.19	14.22	14.24	14.23	14.30	14.30	14.29	14.23	14.20	14.25
	1965	14.23	14.27	14.25	14.22	14.28	14.21	14.24	14.31	14.21	14.31	14.42	14.31	14.27
	1966	14.54												
<b>Federal Order Prices (per cwt)</b>														
Basic Formula*	1964	3.16	3.17	3.16	3.15	3.12	3.12	3.11	3.12	3.15	3.24	3.27	3.29	3.17
	1965	3.29	3.25	3.22	3.22	3.23	3.22	3.20	3.21	3.25	3.29	3.34	3.39	3.26
	1966	3.47	3.47											
<b>Class I Price Differentials</b>														
Orders No. 39 and No. 51		.88	.88	.68	.68	.68	.68	.88	1.08	1.08	1.08	1.08	.88	.88
Northeastern Order No. 45		.74	.74	.54	.54	.54	.54	.74	.94	.94	.94	.94	.74	.74
<b>Class I Supply - Demand Adjustments</b>														
Orders No. 39 and No. 51	1964	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24
	1965	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24
	1966	-.24												
Northeastern Order No. 45	1964	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.20	-.16	-.16	-.22
	1965	-.20	-.24	-.24	-.24	-.24	-.24	-.24	-.24	-.20	-.16	-.12	-.08	-.20
	1966	-.12	-.16	-.20										
<b>Class I Prices (cwt)</b>														
Orders No. 39 and No. 51**	1964	3.80	3.81	3.60	3.59	3.56	3.56	3.75	3.96	3.99	4.08	4.11	3.93	3.81
	1965	3.93	3.89	3.66	3.66	3.67	3.66	3.84	4.05	4.09	4.13	4.18	4.18	3.91
	1966	4.18	4.18	3.98	3.98	3.98	3.98							
Northeastern Order No. 45	1964	3.66	3.67	3.46	3.45	3.42	3.42	3.61	3.82	3.85	3.98	4.05	3.87	3.69
	1965	3.83	3.75	3.52	3.52	3.53	3.52	3.70	3.91	3.99	4.07	4.16	4.05	3.80
	1966	4.16	4.14	3.90										
<b>Class I Butterfat Differentials (cents)</b>														
Orders No. 39 and No. 51 (.120 x Butter)	1964	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.1	7.4	7.3	7.5	7.1
	1965	7.1	7.0	7.0	7.0	7.1	7.1	7.1	7.1	7.3	7.5	7.5	7.6	7.2
	1966	7.6	7.1											
Northeastern Order No. 45 (.125 x Butter)	1964	7.3	7.2	7.2	7.2	7.2	7.2	7.2	7.2	7.4	7.7	7.6	7.8	7.4
	1965	7.4	7.2	7.2	7.2	7.4	7.4	7.4	7.4	7.6	7.8	7.9	7.9	7.5
	1966	7.9	7.4											
<b>Class II Butterfat Differentials (cents)</b>														
Orders No. 39, 45 and 51 (.115 x Butter)	1964	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.8	7.1	7.0	7.2	6.8	6.8
	1965	6.7	6.7	6.7	6.8	6.8	6.8	6.8	7.0	7.2	7.2	7.3	7.3	6.9
	1966	6.8												

\* Class II price for preceding month which is Wisconsin-Minnesota Series

## PRODUCERS UNIFORM PRICES & BUTTERFAT DIFFERENTIALS

<b>Milwaukee Order No. 39</b>														
Uniform Prices **	1964	3.70	3.71	3.50	3.50	3.46	3.47	3.64	3.82	3.89	3.98	3.96	3.81	3.70
	1965	3.79	3.75	3.58	3.58	3.56	3.55	3.72	3.89	3.99	4.03	4.09	4.08	3.80
	1966	4.05												
Producer Differentials	1964	6.9	6.9	6.9	6.9	6.9	6.9	6.9	7.0	7.1	7.3	7.3	7.3	7.0
	1965	7.0	6.9	6.9	6.9	7.0	7.0	7.0	7.1	7.3	7.4	7.5	7.5	7.1
	1966	7.4												
<b>Northeastern Order No. 45</b>														
Uniform Prices **	1964	3.44	3.45	3.31	3.30	3.27	3.28	3.46	3.62	3.69	3.74	3.76	3.63	3.50
	1965	3.57	3.53	3.39	3.39	3.39	3.38	3.58	3.74	3.81	3.85	3.90	3.82	3.61
	1966	3.85												
Producer Differentials	1964	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.1	7.3	7.4	7.4	7.4	7.1
	1965	7.1	7.0	7.0	7.0	7.1	7.1	7.2	7.3	7.5	7.6	7.7	7.7	7.3
	1966	7.4												
<b>Madison Order No. 51</b>														
Uniform Prices **	1964	3.62	3.65	3.47	3.44	3.39	3.42	3.61	3.78	3.87	3.96	3.94	3.77	3.66
	1965	3.73	3.67	3.55	3.53	3.50	3.48	3.72	3.84	3.99	3.99	4.04	4.01	3.75
	1966	3.99												
Producer Differentials	1964	6.9	6.9	6.9	6.9	6.9	6.9	6.9	6.9	7.1	7.3	7.3	7.3	7.0
	1965	7.0	6.9	6.9	6.9	7.0	7.0	7.0	7.1	7.3	7.4	7.5	7.5	7.1
	1966	7.3												

\*\* Weighted averages are shown for all markets whenever base and excess prices and/or location differentials are applicable.

**WISCONSIN  
FEDERAL MILK ORDER BULLETIN**

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for the

Milwaukee, Northeastern and Madison Marketing Areas

This bulletin is primarily to provide producers who are not members of cooperative associations with market information in accordance with §1039.74 of the Milwaukee Wisconsin marketing order, §1045.75 of the Northeastern Wisconsin marketing order, and §1051.77 of the Madison Wisconsin marketing order.

**HAVE YOU HEARD . . . . .**

George J. Gutmann, senior review auditor on the Market Administrator's Milwaukee staff, retired effective November 30, 1965.

Mr. Gutmann was affiliated with the Market Administrator since 1950, and prior to that, with the Wisconsin State Department of Agriculture, Division of Audits, from 1936. Mr. Gutmann resides at 1600 N. 52nd Street, Milwaukee, Wisconsin.

\* \* \*

Hugh L. Gear, 76, president of the Gear Dairy Co. of Menasha for 54 years passed away February 13, 1966 after a short illness.

Besides his affiliation with Gear Dairy, Mr. Gear was a board member of the Winnebago County Dairy Operators Association. He also was a member of the Twin Cities Milk Dealers Association, the International Dairy Association and a charter member of the Wisconsin Dairy Association.

\* \* \*

The Goal Bottling Co., Inc. has been formed in Green Bay to sell milk in chocolate, banana and natural flavors in soft drink type bottles under the "GOal" trade mark. Sales of both individual bottles and six pack units are contemplated. The firm plans to use vending machines and self-service coolers in service stations, bowling alleys, amusement parks and manufacturing plants.

\* \* \*

Tapper's Dairy, Wausau, has discontinued the bottling of milk. The Dairy will continue its retail sales under the Tapper label with packaged products purchased from another supplier.

\* \* \*

Lemke Milk Products Co., Wausau, has changed its name to Lemke Cheese Co. and has announced expansion of its cheese manufacturing and sales operations, according to M. C. (Bud) Lemke, executive Vice President.

The firm has sold its wholesale ice cream routes to the Stueber Dairy Co., Wausau. Also discontinued was the manufacture of cottage cheese, butter and chip dip. The emphasis now will be entirely on cheese making and packaging.

It was also recently announced that Tony Kubeck will join the firm as Sales Manager.

\* \* \*

COMPARISON OF DAILY PRODUCER DELIVERIES TO DAILY CLASS I UTILIZATION

